Navy Localized Messages
NRD Seattle

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Global Force for Good Key Messages

The below messages are the overall Global Force for Good key messages that you are referencing when talking to recruits

America's Navy is a global force for good…and good can take many forms:

- Bombs on terrorist hide-outs
- Bullets to protect innocent civilians against extremists
- Bottles of water to those in need after an earthquake
- Bachelor's degree (advanced training and education)

We protect and defend freedom around the world, and we also offer great opportunities for a great career.

And, remember…. our CNO's tenets:

Warfighting first, operate forward, be ready

All good things take GREAT people

70-80-90-100 Key Messages

You are also using the 70-80-90-100 messages more frequently in your talking points, in media interviews and when speaking to potential recruits

Sailors serve:

- From the sea…**on the land**
- In ships…**on the water**
- In submarines…**under the water**
- In planes and helicopters…**over the water**

70 – percent of the Earth's surface is covered by water
80 – percent of the world's people live near the ocean
90 – percent of all international trade travels by the sea
100 – America's Navy is always 100% on watch

Our mission is to meet America's threats far away, so those threats cannot harm us here.

Recruiting Key Messages

We have helped you localize the below messages to help you communicate the strength of the Navy across NRD Seattle

Key Message 1: Forging leaders

- The Navy is more than just a top 50 employer – we forge leaders, allowing regular people to do spectacular things that will shape their future.

Key Message 2: Preparing you for lifelong success

- The Navy not only offers a greater diversity of career choices than any other branch of the services, but it also allows you to achieve educational opportunities before, during or after your Navy career, preparing you for lifelong success

Key Message 3: Making a difference

- The Navy takes you beyond the books to a world of experiences that make a difference to your country and to the world.

Key Message 4: Recruiting a Sailor, Retaining a Family

- The Navy recognizes the demands you face as a Sailor and provides timely and effective family support programs ensuring the welfare of your family - enabling you to serve and excel.

Localized Recruiting Key Messages

Key Message 1: Forging leaders

- The Navy is a far-reaching force and it has strength in Washington state, with over 23,000 Sailors, Officers and civilians stationed here, serving their country and doing spectacular things. (*This is an example for the entire state – you would tailor this for each state in your NRD and provide the number of Sailors, Officers and civilians stationed currently so that the public is aware of the Navy presence.*)
- The Navy forges true leaders such as Petty Officer First Class xx who not only serves his country as a Recruiter, recruiting the best and brightest talent for America's Navy, but also contributes his time to his local community, conducting coat drives for the poor. *(This is an example you can tailor per rank, per recruiting rating, per local humanitarian/service project.)*
- The Navy is more than just a top 50 employer – it's a calling – where we forge leaders such as LCDR xx who recruits Medical Officers to go out and use their experience and skills to serve their country – their patients. (*This is an example where you can swap the priority recruiting rating you want to profile – whether it be Medical, Dental, Special Warfare, etc.*)
- We are proud that our Navy reflects the face of America and harnesses true diversity. In NRD Seattle, we employ xx* Hispanic, African American and Asian Pacific Islander Sailors and Officers. We need more diversity in our officer ranks. Within 10 years, the Navy's ranks will be one-third minority, and reach one half by 2050. (*You could only reference Officers instead of Sailors, or include one minority group over another, if you prefer.*)

*PLEASE CHECK WITH NRD PAO FOR LATEST PERSONNEL NUMBERS

Localized Recruiting Key Messages

Key Message 2: Preparing you for lifelong success

- Defusing bombs, rescuing people in distress. A world of the most impossible missions made possible. More than 8,300 total Navy personnel including more than 2,300 active-duty SEALs, 600 Special Warfare Combatant-craft Crewmen (SWCC), 900 reserve personnel, 3,650 support personnel and more than 880 civilians make up the Naval Special Warfare community. We are always searching for the best and brightest, offering enlistment bonuses for some priority recruiting ratings. (*This is an example focusing on Special Warfare – tailor this message to each priority recruiting rating you want to highlight and give examples of the enlistment rewards you provide.*)
- As a member of the Navy Nuclear Propulsion community, you will serve in roles and take on responsibilities that even your most talented peers wait years to take on. Imagine being in your early to mid-twenties and assuming control of a $1.5 billion nuclear-powered submarine. We are searching for the best and brightest to be part of one of the most dynamic environments imaginable, and are recruiting from top universities such as University of Washington among many others. (*This is an example of showing the strength of the Navy Nuclear community and making it relevant to your local NRD – tailor the universities you are recruiting from and add any recruiting bonuses you give to Nuke Officers.)*
- America's Navy offers hundreds of career opportunities in dozens of exciting fields. Whether you're seeking a position as a Navy SEAL, Nuke Officer or Dentist, you will find unrivaled training and opportunities with the chance to achieve your education before, during or after your Navy career. *(This is an example of profiling some of the priority recruiting ratings.)*

Localized Recruiting Key Messages

Key Message 3: Making a difference

- Many young men and women join the Navy to assist in humanitarian missions. These missions take place throughout the world. The Navy can deploy a floating hospital with doctors and dentists that can respond to any crisis worldwide. Here in Washington, we are interested in recruiting men and women to join us in this mission. *(When tailoring this message, include the specific region or area.)*
- Every day our Navy men and women in uniform across the globe play an important role in keeping peace. And in Takoma this weekend, our Sailors' mission was to help eliminate poverty housing and bring a smile to a local family by participating in a Habitat for Humanity renovation project. (*This is an example of tying the Global Force for Good message to what Sailors are doing locally – insert different examples that make sense relative to the events going on in your district.)*
- The community of Spokane, along with the rest of the American people have high expectations of the United States Navy, and the Navy consistently exceeds these expectations by providing the necessary tools and training for all Navy personnel to do their job. *(This is an example of localizing this message to make it relevant to the people of Spokane, or the people of Tacoma, etc.)*

Localized Recruiting Key Messages

Key Message 4: Recruiting a Sailor, Retaining a Family

- The United States Navy provides a support network of relevant services and links Navy families with these services through a variety of tools such as Fleet and Family Support Centers, social media – including Facebook, Twitter and NAVYForMoms.com and the Command Ombudsman program – a family's direct link to the command. For Navy families in Washington, please reach out to your local Fleet and Family Support Center or network with fellow Navy moms and wives on NAVYForMoms.com *(When tailoring this message, include the specific region or area.)*
- Thank you to our Navy families in Spokane. The Navy recognizes the demands you face as a Sailor and is committed to ensuring the welfare of your family. (*When tailoring this message, include the specific region or area.)*

Washington Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **8** of the Fortune 500 ranked companies are based in cities in Washington, with Costco Wholesale, Microsoft and Amazon.com ranked in the top 100 (ranked in revenues):
  - Costco Wholesale, Microsoft, Amazon.com, Paccar, Starbucks, Nordstrom, Weyerhaeuser, Expeditors International of Washington
- The Navy has a very strong presence in Washington state with 23,200 Navy personnel employed, including active duty and civilian personnel and three installations. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Washington's export shipments of merchandise which in 2012 totaled $75.6 billion.
- Washington received $1,404,930 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets
  - Washington State's STEP activities are comprised of four major components 1) Export Washington Market Accelerator, 2) Rural Export Washington, 3) Increasing Exporter Access to Trade Finance, and 4) Export Voucher Program. Together, they represent assistance to over 400 small businesses, to generate more than $200 million in export sales.

Washington Data Points

- A total of 5,993 companies exported goods from Oregon locations in 2011. Of those, 5,332 (89 percent,) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-third (34.1 percent) of Oregon's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing accounted for an estimated 4.8 percent of Oregon's total private-sector employment. Over one-fifth (22 percent) of all manufacturing workers in Oregon depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Daimler Chrysler AG - $538,865
  - Flir Systems, Inc. -$159,807
  - Washington Group International - $153,392
  - Silver Eagle Manufacturing Co. - $101,343
  - Shipyard America LLC - $60,300
  - J E Mcamis, Inc. - $52,158
  - Peter Kiewit Sons, Inc. - $40,969
  - Voith AG - $17,208
  - Port of Portland - $16,235
  - AVI Biopharma, Inc. - $15,509

Washington Data Points

- The state's largest export market was China. Washington posted merchandise exports of $14.2 billion to China in 2012, 18.7 percent of the state’s total merchandise exports. China was followed by Japan ($9 billion), Canada ($8.4 billion), the United Arab Emirates ($5.1 billion), and Korea ($3.4 billion).
- The state's largest merchandise export category was transportation equipment, which accounted for $38.3 billion of Washington's total merchandise exports in 2012. Other top merchandise exports were agricultural products ($12 billion), petroleum & coal products ($3.9 billion), computer & electronic products ($3.7 billion), and food & kindred products ($3.3 billion).
- In 2012, the following metropolitan areas in Washington recorded merchandise exports: Seattle-Tacoma-Bellevue($50.3 billion), Mount Vernon-Anacortes ($2.0 billion),Bellingham ($1.6 billion), Longview ($1.5 billion), Yakima ($1.2 billion), Kennewick-Pasco-Richland ($883 million),Spokane ($873 million), Wenatchee-East Wenatchee ($511 million), Olympia ($318 million), and Bremerton-Silverdale ($82 million).

Washington Data Points

- Top Medical Schools
  - University of Washington* (#1, U.S. News Best Medical Schools: Primary Care, #10, U.S. News Best Medical Schools: Research, Seattle, Washington)
- Top Engineering Schools
  - University of Washington* (#26, U.S. News Best Engineering Grad Schools, Seattle, Washington)
  - Washington State University (82, U.S. News Best Engineering Grad Schools, Pullman, Washington)
- Top Chaplain Schools
  - Seattle University*
  - Whitworth University – (Spokane, Washington)
  - Seattle Pacific University
  - Faith Evangelical Seminary – (Tacoma, Washington)

*Indicates university with NROTC program

Washington Data Points

- Three ships have borne the name USS *Washington:*
  - The first U.S. warship named after the state of Washington, USS *Washington* (ACR-11), was a *Tennessee* class armored cruiser. She was laid down on 23 September 1903 at Camden, New Jersey, by the New York Shipbuilding Corporation, launched on 18 March 1905, and commissioned at the Philadelphia Navy Yard on 7 August 1906. *Washington* was fitted out there until mid-November when she served as an escort for *Louisiana* (BB-19), which was then carrying President Theodore Roosevelt to Panama for an inspection of progress of work constructing the Panama Canal. *Washington* served duties along the West Coast and throughout the Pacific where she protected the U.S.'s interests during unrests and revolutions in the Dominican Republic and Haiti from 1909 until the beginning of 1916. On 9 November 1916, *Washington* was renamed Seattle and was simultaneously taken out of reserve and recommissioned for duty as flagship of the Destroyer Force. Following the U.S.'s entrance into World War I on 6 April 1917, she was fitted out at the New York Navy Yard for war service on 3 June 1917. She sailed on 14 June as an escort for the first American convoy to European waters and as flagship for Rear Admiral Albert Cleaves. She completed her ninth round-trip voyage at New York on 27 October 1918. On 1 March 1923, with Capt. George L. P. Stone in command, she became the flagship for the Commander in Chief, United States Fleet over the next four years. She was placed out of commission at New York on 28 June 1946 and was struck from the Navy list on 19 July of the same year. Sold on 3 December 1946 to Hugo Neu, of New York City, the former flagship of the United States Fleet and receiving ship at New York was subsequently scrapped.
  - The second USS *Washington* (BB-47), a 32,600-ton *Colorado* class battleship was laid down on 30 June 1919 at Camden, New Jersey, by the New York Shipbuilding Corporation. She was launched on 1 September 1921 and sponsored by Miss Jean Summers, the daughter of Congressman John W. Summers of Washington State. She was under construction at Camden when the Washington naval limitations treaty was signed in February 1922. The battleship was nearly 76 percent completed when construction ceased on 8 February 1922. Since the treaty prohibited her completion, *Washington* was subsequently used for tests of weapons effects and warship protection. Her hulk was sunk as a gunnery target in November 1924.

Washington Data Points

- Continued…:
  - The third USS *Washington* (BB-56), the second of two battleships in the *North Carolina* class was laid down on 14 June 1938 at the Philadelphia Naval Shipyard. Launched on 1 June 1940, *Washington* went through fitting-out before being commissioned on 15 May 1941. In early 1942, *Washington* and twenty other American ships were the first to be equipped with fully operational radar. **She has the distinction of being the only American battleship to sink an enemy battleship during World War II in a "one on one" surface engagement.** In 1942, she was sent to the North Atlantic to guard against a possible sortie by the German battleship Tirpitz, and to provide distant cover for several Iceland–Murmansk convoys. In July, she returned to the United States for an overhaul before being deployed to the Pacific in August for action against Japan, where she became the flagship of Rear Admiral Willis Augustus Lee. Two months after her arrival at Tonga in September 1942, *Washington* was tasked with intercepting a Japanese naval task force near Guadalcanal along with *South Dakota* and four destroyers. In the ensuing battle, *South Dakota* was severely damaged, but *Washington* sustained almost no damage while her guns sank the battleship *Kirishima* and the destroyer *Ayanami*. *Washington* operated as an escort for aircraft carrier task forces for most of 1943, and then bombarded Nauru in December in company with five other battleships. Around dawn on 1 February 1944, *Washington* rammed the battleship *Indiana* and incurred several fatalities when the latter was maneuvering across the formation to refuel destroyers. She entered the Puget Sound Navy Yard and did not emerge until October, after the end of the war. *Washington* was decommissioned on 27 June 1947, struck on 1 June 1960, and sold for scrapping on 24 May 1961.

Washington Data Points

- Washington is proud to be home to 33 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Quartermaster Third Class Raymond Erwin Davis received a Medal of Honor for extraordinary heroism on board the USS *Bennington*, displayed at the time of the explosion of a boiler of that vessel at San Diego, California, 21 July 1905.
  - Construction Mechanic Third Class Marvin Glen Shields received a Medal of Honor for gallantry and intrepidity at the risk of his life above and beyond the call of duty while serving with Seabee Team 1104, Mobile Construction Battalion Eleven, near Dong Xoai, Republic of Vietnam, on 10 June 1965. Although wounded when the compound of Detachment A-342, 5th Special Forces Group (Airborne), 1st Special Forces, came under intense fire from an estimated reinforced Viet Cong regiment employing machineguns, heavy weapons and small arms, Construction Mechanic Third Class Shields continued to resupply his fellow Americans who needed ammunition and to return the enemy fire for a period of approximately three hours, at which time the Viet Cong launched a massive attack at close range with flame-throwers, hand grenades and small-arms fire. Wounded a second time during this attack, Shields nevertheless assisted in carrying a more critically wounded man to safety, and then resumed firing at the enemy for four more hours. When the commander asked for a volunteer to accompany him in an attempt to knock out an enemy machinegun emplacement which was endangering the lives of all personnel in the compound because of the accuracy of its fire, Shields volunteered for this extremely hazardous mission. They succeeded in destroying the enemy machinegun emplacement, thus undoubtedly saving the lives of many of their fellow servicemen in the compound. Construction Mechanic Third Class Shields was mortally wounded by hostile fire while returning to his defensive position. His heroic initiative and great personal valor in the face of intense enemy fire sustain and enhance the finest traditions of the U.S. Naval Service.

Washington Data Points

- Continued…:
  - Captain Albert Harold Rooks received a Medal of Honor for extraordinary heroism, outstanding courage, gallantry in action and distinguished service in the line of his profession, as Commanding Officer of the USS *Houston* (CA-30), during the period 4 to 27 February 1942, while in action with Japanese enemy aerial and surface forces in the Netherlands East Indies. While proceeding to attack an enemy amphibious expedition, as a unit in a mixed force, *Houston* was heavily attacked by bombers. After evading four attacks, she was heavily hit in a fifth attack, and had one turret wholly disabled. Captain Rooks sailed within three days to escort an important reinforcing convoy from Darwin to Koepang, Timor, Netherlands East Indies. While so engaged, another powerful air attack developed which by *Houston's* marked efficiency was fought off without much damage to the convoy. The commanding general of all forces in the area thereupon canceled the movement and Captain Rooks escorted the convoy back to Darwin. Later, *Houston* carried the brunt of the battle, and her fire alone heavily damaged one and possibly two heavy cruisers. Although heavily damaged in the actions, Captain Rooks succeeded in disengaging his ship and got her safely away from the vicinity, whereas one-half of the cruisers were lost.

Idaho Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **One** of the Fortune 500 ranked companies are based in cities in Idaho (ranked in revenues):
  - Micron Technology
- The Navy has a visibly low presence in Idaho with fewer than 500 Navy personnel employed, including active duty and civilian personnel. However, the importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Idaho's export shipments of merchandise which totaled $6.1 billion in 2012.
- Idaho received $405,128 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets
  - The State of Idaho uses STEP funding for the Idaho Global Markets Initiative, which will focus on the Idaho Export Circuit, the International Market Access Grants (IMAG), and travel and study market promotion.
  - The aforementioned programs are meant to increase inbound matchmaking opportunities and outbound international sales opportunities in two targeted export industry sectors, benefiting those who are new to export as well as experienced exporters. IMAG funding will be given at a maximum of $10K each with a 50% match requirement by participating companies. A funding preference will be given to rural, women or veteran-owned and economically disadvantaged Idaho companies.
  - IMAG will be available in four focus areas: 1) circuit follow-up; 2) markets of a company's choice; 3) Export Tech plan execution; and 4) trade mission participation..

Idaho Data Points

- A total of 1,818 companies exported from Idaho locations in 2011. 1,525 (27.5 percent) were small and medium-sized enterprises (SMEs) with fewer than 500 employees.
- SMEs generated over one-quarter (27.5 percent) of Idaho's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing accounted for an estimated 5.2 percent of Idaho's total private-sector employment. Over one-sixth (18 percent) of all manufacturing workers in Idaho depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - C-2 Construction, Inc. - $22,457
  - American Ecology Corporation - $15,390
  - Echelon LLC - $14,752
  - Honeywell International Inc. - $11,105
  - Mc Alvain Construction, Inc. - $6,741
  - Dawn Enterprises Inc. - $6,273
  - Performance Systems Ind. - $5,879
  - BAE Systems PLC- $3,985
  - Northcon, Inc. - $3,937
  - Starr Corporation -$3,921

Idaho Data Points

- The state's largest export market was Canada. Idaho posted merchandise exports of $1.3 billion to Canada in 2012, 21.8 percent of the state’s total merchandise exports. Canada was followed by Singapore ($963 million), Taiwan ($755 million), Korea ($572 million), and China ($468 million).
- The state's largest merchandise export category was computers and electronic products, which accounted for $2.9 billion of Idaho's total merchandise exports in 2012. Other top merchandise exports were food & kindred products ($637 million), primary metal manufactures ($415 million), and chemicals ($337 million).
- In 2012, the following metropolitan areas in Idaho recorded merchandise exports: Boise City-Nampa ($4.1 billion), Coeur d'Alene ($527 million), Idaho Falls ($281 million), Pocatello ($151 million) and Lewiston ($88 million, portions of this MSA are shared with one or more other states)..
- Idaho is proud to be home to 9 Medal of Honor recipients, but no recorded Navy recipients.

Idaho Data Points

- Top Medical Schools
  - University of Idaho, WWAMI* – (Moscow, Idaho)
- Top Engineering Schools
  - University of Idaho* (#144, U.S. News Best Engineering Grad Schools, Moscow, Idaho)
- Top Chaplain Schools
  - Boise Bible College
  - New Saint Andrews College – (Moscow, Idaho)
  - Northwest Nazarene University – (Nampa, Idaho)

*Indicates university with NROTC program

Idaho Data Points

- Four ships have borne the name USS *Idaho:*
  - The first U.S. warship to be named in honor of the state of Idaho was a wooden steam sloop launched 8 October 1864 by George Steers of New York. Her twin-screw machinery was of a novel design by B. N. Dickerson and was built by Morgan Iron Works. She was completed in 1866 and commissioned between 2 April and 26 May. She was converted to a full-rigged sailing ship at New York and recommissioned 3 October 1867. The converted *Idaho* was one of the fastest sailing ships of her day, and sailed 1 November 1867 for Rio de Janeiro and a voyage to the Far East, arriving in Nagasaki 18 May 1868. The ship remained there for 15 months as a store and hospital ship for the Asiatic Squadron and moved to Yokohama in mid-August 1869 to prepare for the 20 September voyage back to the United States. She was hit the next day by a typhoon and was severely damaged, but the stout ship stayed afloat and was brought back to Yokohama by her crew. *Idaho* remained in the harbor until decommissioning 31 December 1873. She was sold in 1874 to East Indies Trading Co.
  - The second USS *Idaho* (BB-24), a 13,000-ton *Mississippi* class battleship built at Philadelphia, Pennsylvania, was commissioned in April 1908. Following operations in the Caribbean area and a period of shipyard work, she took part in the February 1909 naval review at Hampton Roads, Virginia, celebrating the Great White Fleet’s return home from its World cruise. Over the next five years, *Idaho* served with the Atlantic Fleet along the U.S. east coast and in the Caribbean, also participating in the naval reviews that were at that time frequent events at New York City. She also made a voyage to England and France in late 1910 and cruised on the Mississippi River in 1911. After several months out of commission, *Idaho* returned to service in May 1914 for a midshipmen's training cruise to the Mediterranean. On 17 July she arrived at Villefranche, France, and transferred her crew to the battleship *Maine*. Decommissioned on 30 July 1914, USS *Idaho* was sold to Greece. Renamed Lemnos, she was a unit of the Greek Navy until April 1941. By that time reduced to a hulk, the old ship was sunk by German air attack at Salamis.

Idaho Data Points

- Continued…:
  - The third USS *Idaho* (SP-545), a 60-foot-long motorboat purchased by the U.S. Navy during World War I, was built in 1907 by Stearns & McKay, Marblehead, Mass. and commissioned at Cape May, N. J., 12 July 1917. She was assigned to the 4th Naval District for patrol and general duties, serving on harbor entrance patrol and submarine net patrol in the Cape May and Philadelphia areas. She was out of commission during the winter of 1917-18, and finally returned to her owner 30 November 1918.
  - The fourth USS *Idaho* (BB-42), a *New Mexico* class battleship, was the fourth ship of the United States Navy to be named for the 43rd state. Her keel was laid down by the New York Shipbuilding Corporation of Camden, New Jersey. She was launched on 30 June 1917 and commissioned on 24 March 1919. She steamed to Rio de Janeiro, Brazil, in July 1919 and then transited the Panama Canal to the Pacific, where she was based for the next dozen years taking part in the Battle Fleet's routine of drills and exercises. In September 1931, the battleship entered the Norfolk Navy Yard for extensive reconstruction where her "cage" masts, a distinguishing feature of American battleships of her era, were replaced with a an up-to-date tower superstructure supporting gunfire controls. She returned to the Pacific in 1935 to prepare for possible combat. With World War II raging in Europe, *Idaho* was transferred to the Atlantic Fleet in June 1941. Following the 7 December 1941 Japanese attack on Pearl Harbor, she was sent back to the Pacific, arriving in January 1942. For the next year, *Idaho* operated along the U.S. west coast and in the Hawaiian area. In April 1943, she went north to the Aleutians, where she supported the landings at Attu in May and Kiska in August. She then joined the drive across the Central Pacific, taking part in the Makin landing in November 1943, the Kwajalain invasion in February 1944, a bombardment of New Ireland in March, the Marianas operation in June and July, and the assault on the Palaus in September. Following an overhaul, she returned to the combat zone in time to provide heavy gunfire support for the February 1945 invasion of Iwo Jima. *Idaho's* 14" guns were again active bombarding Okinawa from late March into May 1945. While off Okinawa, she was damaged by a "Kamikaze" on 12 April, but returned to action after brief repairs. The end of the Pacific War in August 1945 found *Idaho* preparing for the invasion of Japan. She was present in Tokyo Bay when Japan formally surrendered on 2

Montana Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- No Fortune 500 ranked companies are based in cities in Montana.
- The Navy has a very low presence in Montana with under 300 Navy personnel employed, including active duty and civilian personnel. However, the importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Montana's export shipments of merchandise in 2012 totaled $1.6 billion.
- Montana received $247,523 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The State of Montana uses STEP funding to support its International Trade Show Exhibition Assistance program, which services all industry sectors and ensures small business participation in the most appropriate shows.
  - STEP funding also supports language translation services and production fees for materials relevant to marketing.
  - The Montana Exhibition at International Trade Shows promotion organic and natural products from the agricultural sector will also benefit, with targets in Asia-Pacific, Mexico, Center and South America and Canada.
- A total of 1,584 companies exported from Montana locations in 2011. Of those, 1,360 (85.9 percent) were small and medium-sized enterprises (SMEs) with fewer than 500 employees.
- SMEs generated nearly three-quarters (73.7 percent) of Montana's total

Montana Data Points

- Export-supported jobs linked to manufacturing accounted for an estimated 3.7 percent of Montana's total private-sector employment. Nearly one-quarter (23.5 percent) of all manufacturing workers in Montana depended on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - West Electronics, Inc. - $71,556
  - Sunstar - $24,974
  - Joseph J. Henderson and Son, Inc. - $21,363
  - Doyon Project Services, LLC - $10,481
  - Montana Refining Company, Inc. - $7,586
  - Swank Enterprises - $7,141
  - Jackson Contractor Group, Inc. - $6,359
  - T & L Sales - $5,920
  - Engineered Support Systems Inc. - $5,625
  - Doss Aviation, Inc. - $5,278
- The state's largest export market was Canada. Montana posted merchandise exports of $638 million to Canada in 2012, 40.5 percent of the state’s total merchandise exports. Canada was followed by Korea ($173 million), China ($106 million), Belgium ($83 million), and Taiwan ($74 million).

Montana Data Points

- The state's largest merchandise export category was chemicals, which accounted for $327 million of Montana's total merchandise exports in 2012. Other top merchandise exports are minerals & ores ($261 million), machinery ($222 million), petroleum & coal products ($149 million), and agricultural products ($107 million).
- In 2012, the following metropolitan areas in Montana recorded merchandise exports: Billings ($141 million), Great Falls ($98 million) and Missoula ($79 million).

- Top Medical Schools
  - Montana State University – WWAMI (Bozeman, Montana)
- Top Engineering Schools
  - Montana State University (#144, U.S. News Best Engineering Grad Schools, Bozeman, Montana)
- Top Chaplain Schools
  - Carroll College – (Helena, Montana)

*No NROTC programs in Montana

Montana Data Points

- Three ships have borne the name USS *Montana:*
  - The first USS *Montana* (ACR-13), was a *Tennessee*-class armored cruiser of the United States Navy. She was laid down by the Newport News Shipbuilding Co., Newport News, Virginia on 29 April 1905, launched on 15 December 1906, sponsored by Miss Minnie Conrad, and commissioned at the Norfolk Navy Yard on 21 July 1908, with Captain Alfred Reynolds in command. Assigned to the Atlantic Fleet, *Montana* departed Norfolk 5 August to cruise off the east coast until 25 January 1909 when she sailed from Charleston, S.C., for the Caribbean. While operating with the Special Service Squadron, *Montana* departed Guantanamo Bay, Cuba, 2 April for the Mediterranean to protect American interests during the aftermath of the Turkish Revolution of 1908 until 23 July. Following local operations on the east coast that fall, *Montana* left Charleston on 10 November as an escort for *Tennessee* (ACR-10) then carrying President Taft and his party on a week-long visit to Panama. *Montana* was placed in the Atlantic Reserve Fleet 26 July 1911 for major overhaul at Portsmouth Navy Yard, Portsmouth, N.H., until 11 November 1912. In June 1913, *Montana* operated off the east coast and made training cruises to Mexico, Cuba, and Haiti until the United States entered World War I. During the first months of the war, *Montana* conducted training exercises and transported supplies and men in the York River area and along the east coast. Ordered to France in December, between January and July 1919, *Montana* made six round trips from Europe, returning 8,800 American troops. Following her arrival at Puget Sound Navy Yard, Seattle, Wash., *Montana* remained there from 16 August 1919 through her decommissioning 2 February 1921. On 7 June 1920 *Montana* was renamed Missoula for a city of Montana and classified CA 13 on 7 June 1920. She was struck from the Navy list 15 July 1930 and sold to John Irwin, Jr., 29 September 1930. In October 1935 the armored cruiser was scrapped in accordance with the London Treaty for the reduction of naval armament of 31 December 1930.

Montana Data Points

- Continued…:
  - The second USS *Montana* (BB-51), a 43,200-ton *South Dakota*-class battleship, was laid down at the Mare Island Navy Yard, California, in September 1920. Her construction was suspended in February 1922, under the terms of the Washington Naval Limitations Treaty, and she was subsequently formally cancelled. Stricken from the Navy List and sold in October-November 1923, her hull was scrapped on the building ways.
  - The name *Montana* was assigned to BB-67 on 28 December 1940, but construction of the *Montana*-class battleship by Philadelphia Navy Yard, Philadelphia, Pa., was canceled 21 July 1943, before her keel was laid. She was planned to be the lead ship of the class and the third ship to be named in honor of the 41st state.

- Montana is proud to be home to 8 Medal of Honor recipients, but has no recorded Navy recipients.

Alaska Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world’s consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- No Fortune 500 ranked companies are based in cities in Alaska.
- The Navy has a visibly low presence in Alaska with less than 300 Navy personnel employed, including active duty and civilian personnel. However, the importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It’s a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Alaska's export shipments of merchandise in 2012 totaled $4.5 billion.
- A total of 673 companies exported from Alaska locations in 2011. Of those, 491 (73 percent) were small and medium-sized enterprises (SMEs) with fewer than 500 employees.
- SMEs generated nearly two-fifths (38.5 percent) of Alaska's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing accounted for an estimated 4.4 percent of Alaska's total private-sector employment. Nearly one-third (30.6 percent) of all manufacturing workers in Alaska depended on exports for their jobs (2011 data latest available).

Alaska Data Points

- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Arctic Slope Regional Corporation - $150,765
  - Lakeshore Engineering Services - $129,481
  - Lynden Incorporated - $107,799
  - API, LLC - $62,471
  - Davis Watterson JV - $59,273
  - Tatitlek Support Services, Inc. - $58,796
  - Tyco International LTD. - $57,212
  - Doyon Utilities, LLC - $56,732
  - Chugach Alaska Corporation - $50,350
  - Pepco Holdings, Inc. - $49,935
- The state's largest export market was China. Alaska posted merchandise exports of $1.4 billion to China in 2012, 29.8 percent of the state’s total merchandise exports. China was followed by Japan ($780 million), Korea ($663 million), Canada ($467 million), and Germany ($274 million).
- The state's largest merchandise export category was fish products, which accounted for $2.2 billion of Alaska's total merchandise exports in 2012. Other top merchandise exports were minerals & ores ($1.5 billion), petroleum & coal products ($180 million), forestry products ($151 million), and oil & gas ($145 million).
- In 2012, the following metropolitan areas in Alaska recorded merchandise exports: Anchorage ($416 million) and Fairbanks ($85 million).

Alaska Data Points

- Top Medical Schools
  - University of Alaska - Anchorage – WWAMI
- Top Engineering Schools
  - University of Alaska – Fairbanks
- Top Chaplain Schools
  - Alaska Christian College – (Soldotna, Alaska)

*No NROTC programs in Alaska

Alaska Data Points

- Four ships have borne the name USS *Alaska:*
  - The first U.S. warship named *Alaska* was a wooden-hulled screw sloop of war built at the Boston Navy Yard. *Alaska* was launched on 31 October 1868 and commissioned on 8 December 1869, with Comdr. Homer C. Blake in command. She sailed for the Far East to show the flag before joining the Asiatic Squadron in May 1871 for the Korean expedition until 28 October 1872. After repairs at New York in September 1973, she was reassigned to the European Squadron until 5 October 1876 where she returned again to New York for extended repairs. *Alaska* was placed back in commission on 23 April 1878 and put to sea from New York to serve in the North and South Pacific until 13 February 1883 where she was decommissioned at San Francisco and was sold at Mare Island on 20 November 1883.
  - The second USS *Alaska* (ID-3035), a 229 gross ton steam fishing trawler, was built at Boothbay, Maine in 1881. She was chartered by the U.S. Navy in September 1918 and placed in commission at that time as USS *Alaska*. Operating as a minesweeper and patrol vessel, she served in the Charleston, South Carolina, area during the remaining weeks of World War I and for a while afterwards. USS *Alaska* was returned to her owners in January 1919.
  - The third USS *Alaska* (CB-1), the first of the 27,500-ton *Alaska*-class large cruisers, was built at Camden, New Jersey, and was commissioned in June 1944. After shakedown training in Chesapeake Bay and in the Caribbean with USS *Missouri* (BB-63), she sailed for the Pacific in December 1944 and joined the fast carrier task forces at Ulithi two months later. Between February and July 1945, *Alaska* provided anti-aircraft protection for the carriers during raids on the Japanese home islands and during the Okinawa campaign. She also fired two shore bombardment missions with her 12" guns. In July and August 1945, in company with her sister *Guam* and four light cruisers, she conducted anti-shipping raiding operations in the East China Sea. After the Japanese surrender, *Alaska* carried out a show of force off the major ports in the Yellow Sea and supported the landing of occupation troops at Jinsen (Inchon), Korea. She returned to the United States in December 1945 and was decommissioned at Bayonne, New Jersey in February 1947, and remained there until sold for scrapping in June 1960.
  - The fourth U.S. Navy ship named *Alaska* is the USS *Alaska* (SSBN-732), a United States Navy *Ohio*-class ballistic missile submarine that was laid down, 9 March 1983, at the Electric Boat Division of General Dynamics Corp., Groton, CT and launched, 12 January 1985. She has been in commission since 25 January 1986.

Alaska Data Points

- Medal of Honor recipients*:*
  - Alaska's sole Medal of Honor recipient, Staff Sergeant Archie Van Winkle, died at his home in Ketchikan on 20 May, 1986. After cremation, his ashes were scattered at sea.
  - Staff Sergeant Archie Van Winkle received a Medal of Honor for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty on 2 November 1950, while serving as a platoon sergeant in Company B, First Battalion, Seventh Marines, FIRST Marine Division (Reinforced), in action against enemy aggressor forces near Sudong, Korea. Immediately rallying the men in his area after a superior enemy force penetrated the center of the line under cover of darkness and pinned down the platoon with a devastating barrage of automatic weapons and grenade fire, Staff Sergeant Van Winkle spearheaded a determined attack through fire against hostile frontal positions and, though he and all the others who charged with him were wounded, succeeded in enabling his platoon to gain the fire superiority and the opportunity to reorganize. Realizing that the left flank squad was isolated from the rest of the unit, he rushed through 40 yards of fierce enemy fire to reunite his troops despite an elbow wound which rendered one of his arms totally useless. Severely wounded a second time when a direct hit in the chest from a hostile hand grenade caused serious and painful wounds, he refused evacuation and continued to shout orders and words of encouragement to his depleted and battered platoon. Finally carried from his position unconscious from shock and from loss of blood, Staff Sergeant Van Winkle served to inspire all who observed him to heroic efforts in successfully repulsing the enemy attack.

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